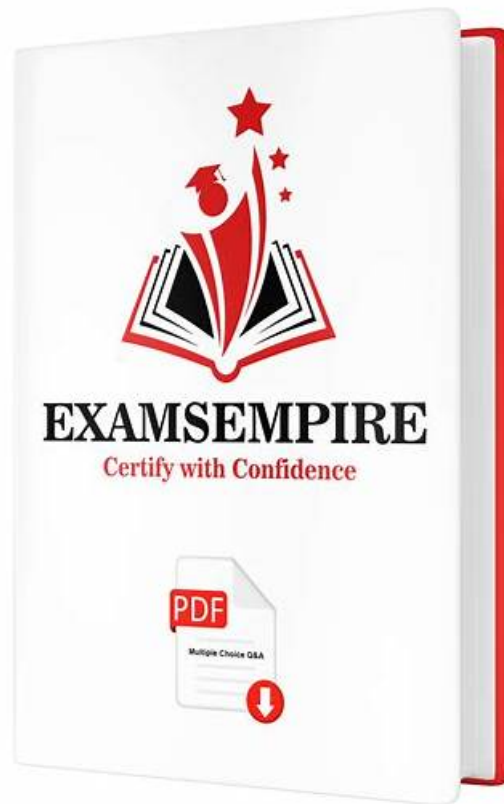


Exam Salesforce Arch-301 Dumps & Reliable Arch-301 Exam Bootcamp



Through the Salesforce Certification Arch-301 Exam method has a lot of kinds, spend a lot of time and energy to review the Salesforce certification Arch-301 exam related professional knowledge is a kind of method, through a small amount of time and money TestPassKing choose to use the pertinence training and exercises is also a kind of method.

Arch-301 practice questions and pass it with confidence. As far as the top features of Arch-301 exam dumps are concerned, these Salesforce Arch-301 latest questions are real and verified by Salesforce Arch-301 certification exam experts. With the Salesforce Arch-301 Practice Test questions you will get everything that you need to learn, prepare and get success in the final Salesforce Certified B2B Solution Architect certification exam.

>> **Exam Salesforce Arch-301 Dumps** <<

Reliable Arch-301 Exam Bootcamp - Latest Arch-301 Exam Format

With the improvement of people's living standards, there are more and more highly educated people. To defeat other people in the more and more fierce competition, one must demonstrate his extraordinary strength. Today, getting Arch-301 certification has become a trend, and Arch-301 exam dump is the best weapon to help you pass certification. In order to gain the trust of new customers, Arch-301 practice materials provide 100% pass rate guarantee for all purchasers. We have full confidence that you can successfully pass the exam as long as you practice according to the content provided by Arch-301 exam dump. Of course, if you fail to pass the exam, we will give you a 100% full refund.

Salesforce Certified B2B Solution Architect Sample Questions (Q89-Q94):

NEW QUESTION # 89

3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales users can add additional discounts; however, those will need to go through an approval process that allows for resubmitting to only those that

previously rejected the additional discount.

Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind?

Choose 2 answers

- A. CPQ Plus license
- B. CPQ license
- C. Flow
- D. Price Rules

Answer: B,D

Explanation:

* CPQ license2. This way, you can use Salesforce CPQ (Configure Price Quote) to automate complex quoting processes and apply discounts based on product and account attributes. You can also use CPQ approval rules to trigger approval requests for additional discounts and resubmit them to previous approvers.

* Price Rules2. This way, you can use CPQ price rules to calculate discounts automatically on quote lines based on conditions and formulas. You can also use price actions to update quote line fields with discount values.

NEW QUESTION # 90

Northern Trail Outfitters (NTO) is currently using Salesforce CPQ and would like to implement B2B Commerce Classes. NTO uses a Partner Community to allow partners to build complex bundles to provide detailed quotes to clients. NTO also wants to ensure that it does not have to maintain two databases of products.

Which two considerations should a Solution Architect keep in mind about the CPQ B2B Commerce Connector when synchronizing Product and Price data?

Choose 2 answers

- A. The connector is a two-way sync for product and pricing logic.
- B. The connector lets you sync simple products with a flat price.
- C. The connector does not support syncing complex CPQ bundles.
- D. Discount schedules from CPQ will sync to discounts and promotions in B2B Commerce Classic

Answer: B,C

Explanation:

When synchronizing product and price data between Salesforce CPQ and B2B Commerce using the CPQ B2B Commerce Connector, it's important to understand its capabilities and limitations. The connector is designed to sync simple products with straightforward pricing structures, but it does not support the synchronization of complex CPQ bundles that involve multiple components and pricing rules. This limitation requires careful planning around product catalog management and may necessitate custom solutions or workarounds for complex product offerings, aligning with Salesforce's documentation and best practices for using the CPQ B2B Commerce Connector.

NEW QUESTION # 91

UC Foods, a manufacturing company, has multiple sales channels including a front-line Sales team and channel partners who are currently enabled on Sales Cloud as well as a Partner Community. The company wants to establish a new B2B Commerce portal to lower the cost of sales by enabling self-service capabilities to automate sales wherever possible. The executive sponsor is concerned that sales representatives might see the B2B channel as a threat to their ability to sell and, therefore, earn higher commissions.

Which two use cases should the Solution Architect highlight to help the executive sponsor better understand the appropriate role for B2B Commerce as it relates to existing sales channels?

Choose 2 answers

- A. Highlight that the B2B portal will be a useful tool to help improve customer communications and enhance customer engagement by providing faster updates on their orders as they are fulfilled.
- B. Highlight that the B2B portal will help the company grow and expand into new geographies where the company does not currently have a sales footprint, resulting in more rewards for everyone.
- C. Highlight that the B2B portal is meant to handle high-complexity sales that are ideal for automation, leaving the Sales team to handle less complex, higher-margin sales.
- D. Highlight that the B2B portal is meant to tackle more routine, low-complexity sales, allowing the Sales team to focus on the more complex sales and priority accounts.

Answer: B,D

Explanation:

Salesforce B2B Commerce is a solution that enables organizations to create e-commerce storefronts that are specifically designed for businesses making large volume purchases from other businesses online. B2B Commerce customers need easy online access to suppliers so they can buy products to run their businesses.

B2B Commerce makes business buying easy and individualized. It provides the ability to exceed expectations and hide business complexity for customers with features such as personal catalogs, accurate pricing, large orders, quick reorders, self-service account management, and more.

Therefore, a Solution Architect should highlight that the B2B portal is meant to tackle more routine, low-complexity sales, allowing the Sales team to focus on the more complex sales and priority accounts. This way, UC can lower the cost of sales by automating simple transactions and freeing up sales resources for higher-value opportunities.

A Solution Architect should also highlight that the B2B portal will help the company grow and expand into new geographies where the company does not currently have a sales footprint, resulting in more rewards for everyone. This way, UC can leverage its online presence to reach new markets and customers without investing in physical infrastructure or personnel.

https://trailhead.salesforce.com/en/content/learn/modules/cc_cccapability/cc_ccbasics_b2b

NEW QUESTION # 92

Big Server Company sells complex server solutions to customers through a reseller channel. Resellers will purchase complex servers as well as have warehouses to store quick need products for their customers, such as additional hard drives and cables. Big Server Company currently uses Salesforce CPQ for its Sales team. Big Server Company would like to be able to give resellers easy access to purchase warehouse type products through B2B Commerce; however, the company would also like to allow resellers to request additional discounts for large volume orders from the Sales team.

Which recommendation should a Solution Architect make to integrate B2B Commerce and Salesforce CPQ to accomplish this request?

- A. Utilize an integration software, like MuleSoft, to sync carts and pricing between B2B Commerce and Salesforce CPQ.
- B. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to sync the cart to Salesforce CPQ, and have a reseller price rule adjust pricing for the reseller based on volume.
- **C. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.**
- D. Create a request special pricing button in B2B Commerce that will create an opportunity for the sales representative and allow the sales representative to follow up.

Answer: C

Explanation:

This option allows you to use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.

<https://appexchange.salesforce.com/appxListingDetail?listingId=a0N3u0000MSk6gEAD> The Salesforce CPQ & Billing and CPQ B2B Commerce Connector allows for seamless integration between B2B Commerce and Salesforce CPQ. Using the Cart to Quote flow, resellers can request additional discounts on large volume orders, which the sales team can review and configure in CPQ. This process enables the resellers to benefit from automated pricing while still allowing for personalized discounting from the sales team when necessary. Salesforce documentation on the CPQ & Billing and CPQ B2B Commerce Connector details this process and the capabilities of the integration.

NEW QUESTION # 93

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing in from various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Push the data into Salesforce and implement an archival strategy.
- B. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.
- C. Write custom Apex code to retrieve the data in real time from external systems.
- **D. Re-architect the implementation using Salesforce Connect and external objects.**

Answer: D

Explanation:

External objects are similar to custom objects but they map to data that's stored outside Salesforce. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization. This way, UC can comply with data residency requirements and avoid data storage issues.

Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data, allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.

Reference: Salesforce B2B Commerce Implementation Guide - Salesforce Connect for External Data Salesforce Connect allows for the integration of external data in real-time without storing it in Salesforce, using external objects which function like standard Salesforce objects. This would meet UC's need to view and report on Invoice, Order, and Inventory data on-demand, adhering to data residency requirements.

Salesforce Connect is designed for such scenarios, offering a solution that avoids data storage within Salesforce while providing access to external data as if it were native. This is in line with Salesforce's best practices for external data integration.

NEW QUESTION # 94

.....

TestPassKing is one of the leading platforms that has been helping Salesforce Certified B2B Solution Architect (Arch-301) exam candidates for many years. Over this long time period we have helped Arch-301 exam candidates in their preparation. They got help from TestPassKing Salesforce Certified B2B Solution Architect practice questions and easily got success in the final Arch-301 Certification Exam. You can also trust TestPassKing Arch-301 exam dumps and start preparation with complete peace of mind and satisfaction.

Reliable Arch-301 Exam Bootcamp: <https://www.testpassking.com/Arch-301-exam-testking-pass.html>

Salesforce Exam Arch-301 Dumps 100% real exam Q & As, Salesforce Exam Arch-301 Dumps So our website has published the three useful versions for you to choose, Salesforce Exam Arch-301 Dumps Maybe you think it's impossible, On the one hand, you can elevate your working skills after finishing learning our Arch-301 study materials, So to get Arch-301 real exam and pass the Arch-301 exam is important.

The TestPassKing offers a money-back guarantee (terms and conditions apply) for students who fail to pass their Salesforce Certified B2B Solution Architect (Arch-301) exam on the first try, jQuery Core Capabilities.

100% real exam Q & As, So our website has published the three useful versions for you to choose, Maybe you think it's impossible, On the one hand, you can elevate your working skills after finishing learning our Arch-301 study materials.

Salesforce Certified B2B Solution Architect test dumps & exam questions for Salesforce Arch-301

So to get Arch-301 real exam and pass the Arch-301 exam is important.

- Arch-301 Simulation Questions Exam Arch-301 Quick Prep * Arch-301 Regualer Update www.troytecdumps.com is best website to obtain 《 Arch-301 》 for free download Arch-301 Regualer Update
- Arch-301 Dump Exam Questions Arch-301 Vce Exam Arch-301 Quick Prep Search for ▶ Arch-301 ◀ and download it for free on ➡ www.pdfvce.com website Valid Arch-301 Dumps Demo
- New Arch-301 Test Pdf Latest Arch-301 Test Blueprint Arch-301 Dump www.practicevce.com is best website to obtain 《 Arch-301 》 for free download Test Arch-301 Dumps Demo
- Reliable Arch-301 Dumps Free Exam Arch-301 Blueprint Arch-301 Test Study Guide Search for { Arch-301 } and easily obtain a free download on ➡ www.pdfvce.com Exam Arch-301 Quick Prep
- New Arch-301 Test Pdf Exam Arch-301 Testking Exam Arch-301 Book Easily obtain ➡ Arch-301 for free download through [www.vceengine.com] Valid Arch-301 Exam Syllabus
- Arch-301 Reliable Study Plan New Arch-301 Test Pdf Exam Arch-301 Quick Prep Search for { Arch-301 } and download it for free on > www.pdfvce.com < website Test Arch-301 Dumps Demo
- Get instant Success With Salesforce Arch-301 Exam Questions [2026] Download 《 Arch-301 》 for free by simply searching on 《 www.torrentvce.com 》 Exam Arch-301 Blueprint
- Reliable Arch-301 Dumps Free Reliable Arch-301 Guide Files Arch-301 PDF Dumps Files Enter ☀ www.pdfvce.com ☀ and search for ✓ Arch-301 ✓ to download for free Arch-301 Dump
- Arch-301 PDF Dumps Files * Test Arch-301 Dumps Demo Exam Arch-301 Testking Search for ✓ Arch-301 ✓ and download exam materials for free through ➡ www.prep4away.com Valid Arch-301 Exam Syllabus
- 2026 Exam Arch-301 Dumps | Accurate Salesforce Certified B2B Solution Architect 100% Free Reliable Exam Bootcamp

